

The Idaho Business Network/Idaho's only Procurement Technical Assistance Center and the Army Corp of Engineers are pleased to bring you this informative workshop!



Your Partners For Success

SMALL BUSINESS DEVELOPMENT TRAINING AN APPROACH TO GOVERNMENT AND PRIME CONTRACTOR SUBCONTRACTING

Gary Whitehead from the *Army Corp of Engineers* will talk about how small business can participate in government contracting. He will address issues such as: are you ready to sell to the government; critical success factors; clearly defining your product or service; certifications, registrations; understanding the contracting process; finding opportunities; types of government solicitations; how to prepare a bid; how to perform once awarded a contract and many other aspects of government contracting

TO REGISTER

Contact: Susan Livengood at
208-334-2650 ext. 2123 or
susan.livengood@commerce.idaho.gov

Registration fee is \$10 per person.

There is limited space so register early to reserve your spot. Please mail your registration fee to the Dept. of Commerce, Atten: Fiscal, P.O. Box 83720, Boise, ID 83720-0093.

Topics to be covered

- ✚ Why Sell to the Government
 - ✚ Key Qualifications
 - ✚ Federal Acquisition Process
 - ✚ Rules of the Road
 - ✚ Small Business Goals
 - ✚ The Government Solicitation
 - ✚ Marketing to the Government
- Prime Contractors

When?

May 19, 2009
8:00 am – 12:00 pm

Where?

Coeur d'Alene Resort
115 South Second Street
Coeur d'Alene, ID 83814

